



# ALABAMA FORESTRY COMMISSION

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[www.forestry.alabama.gov](http://www.forestry.alabama.gov)

## **Request for Proposals (7/30/2020) Professional Services — Real Estate Broker**

The Alabama Forestry Commission, an agency of Alabama state government, is in need of a State of Alabama licensed Real Estate Broker who specializes in commercial real estate and/or land acquisitions. The Commission has a need to sell existing assets and to acquire new properties in South Alabama. The Commission needs a Real Estate Broker who can provide the following specific services:

- 1) To assist with the advertising and sale (using a sealed bidding process) of a State-owned parcel of property located near Brewton in Escambia County, Alabama. This parcel consists of approximately 10 acres and has multiple structures and improvements. The property has an appraised value in excess of \$200,000. All aspects of the advertising and sale must comply with the Land Sales and Leasing Act (ALA. CODE §§ 9-15-70 through -84).
- 2) To conduct a market analysis to determine an appropriate acquisition cost for a parcel of real estate located in Dale County that the Commission is considering purchasing in the near future as the site of a new Forestry Commission office in that area.

The preferred Real Estate Broker should meet the following requirements:

- 1) Have 10 years or more of experience as a licensed real estate professional, with at least 5 years of experience as a Broker.
- 2) Have a working knowledge of Alabama's commercial and/or land acquisition marketplace.
- 3) Have the ability to act as real estate consultant in the analysis of property market values.
- 4) Be able to assist in the identification of properties that meet Forestry Commission requirements.
- 5) Have the ability to list or advertise properties using technology that will ensure broad exposure in the marketplace.
- 6) Be able to utilize marketing platforms and a develop market plans for specific properties.
- 7) Be able to assist the Forestry Commission as needed in drafting and negotiating real estate purchase contracts.
- 8) Must have excellent communication with Forestry Commission leadership and maintain due diligence throughout all real estate sales and purchasing processes.

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- 9) Having knowledge of the State of Alabama's real estate sales and purchasing processes is a plus, but it is not a requirement.

Persons submitting proposals should include a resume, curriculum vitae, and/or narrative describing their experience and skillset and how they can best serve the Alabama Forestry Commission.

***All proposals must state a per-hour rate of compensation for professional services rendered. No proposals which include any commission-based fees will be considered.***

Contractual terms of any proposal are negotiable, but all terms must comply with state law and procurement processes. The submission of a proposal does not guarantee that a contract will be granted, and the Alabama Forestry Commission assumes no liability or responsibility to any individual or business by considering a submitted proposal. The Alabama Forestry Commission reserves the right to reject any or all proposals that may be received.

***Please submit proposals via email or regular mail by August 31, 2020 to:***

Scott Rouse, General Counsel  
Alabama Forestry Commission  
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[scott.rouse@forestry.alabama.gov](mailto:scott.rouse@forestry.alabama.gov)

For additional information, contact Scott Rouse at (334) 328-7831.